



# TRADE RESOURCES INC.

JOHN G. OLSEN  
President

June 5, 1995

Mr. James L. Pope  
Vice President  
Philadelphia International Investment Corp.  
PNB Building  
Broad & Chestnut Streets, Suite 2314  
Philadelphia, Pa. 19103

Re: Export Credit Corporation

Dear James,

I appreciate very much your setting up an appointment for me and Bob Martin, Chief Financial Officer of ECC to meet with you, Don Frankenfield and other associates at 9:30 a.m. on Tuesday, June 13th at your offices.

The purpose of our visit is to discuss the export finance and receivables administration services of ECC which will be marketed on a national basis to small and medium-size companies under the trade style *Exportline*. We would like to explore the possibility of PIIC making and investment in ECC.

In recent years I have become aware of the growing market of small and medium-size exporters, and the significant problems they face in obtaining credit facilities to finance their export sales. In addition to credit issues and high servicing costs, financial institutions are concerned about the capability of small and medium-size companies to properly administer their export receivables and credit insurance policies. As the portion of U.S. exports accounted for by these middle market companies continues to grow, the lack of adequate export credit facilities to finance this growth is critical, and will only become more so in coming years.

Based on the growing number of middle market exporters, the scarcity of export financing, and recent advances in on-line computer/telecommunications networking technology, we believe this is a most opportune time to specialize in providing export credit and receivables administration services to this growing segment of the export market. ECC's export loans will be insured/guaranteed by short and medium term policies

issued by the Export- Import Bank of the U.S. (Eximbank), and highly rated private export credit insurers. When ECC's export loans approach \$50 - \$75 million outstanding, they will be securitized by pooling them in Trusts. Participations in the Trusts will be sold to pension funds and other institutional investors. ECC will continue to service the export loans on behalf of the Trusts.

ECC intends to provide its customers with a high level of service, and reduce transaction costs by developing internal and remote (at exporter's site) computer/telecommunications networking systems which integrate all aspects of the export trade transaction, including the tracking of export sales orders, shipments, receivables, payments, electronic storage and retrieval of shipping documents, monitoring buyer credit limits and exporter's credit lines, compliance with export credit insurance policies, premium payments, reporting requirements and claims processing.

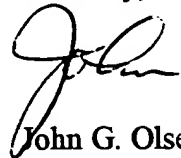
In addition to myself and Bob Martin, who has over twenty years experience as a senior financial and operations officer of major financial services and telecommunications companies, the other key member of our management group is Robert Hart, Vice President, Operations and Systems Development who has over 15 years experience in international trade, operations and finance. You may recall Robert was Operations Manager of POFC for many years.

We intend to capitalize ECC at \$25 million, consisting of \$5 million of Common Stock and \$20 million of Participating Preferred Stock. It is our intention to raise the major portion of ECC's capital from large public and private pension funds. We are presently working closely with investment groups which manage these type of funds.

Enclosed are two copies of a confidential Investment Memorandum which provides detailed information on ECC's management, markets, operations, and financial projections. Please note that the Exhibits referred to in the Table of Contents will be included in a separate binder.

Bob Martin and I look forward to meeting with you, Don and other associates to discuss ECC's operations in greater depth.

Sincerely,

A handwritten signature in dark ink, appearing to read "John", with a stylized flourish extending from the bottom.

John G. Olsen